

Travel and tourism specialists

A graphic consisting of three short, thick yellow brushstrokes arranged in a fan-like shape, pointing towards the top right corner of the header area.

Just like you, we are travel industry experts. We are auditors, accountants, business and tax advisors to over 200 travel clients, having a combined UK turnover of over £4billion.



Getting you where you want to be

Most accountants don't understand the travel industry.

We certainly didn't many years ago.

Our expertise took years to build. Just like yours.



With over 25 years of experience and expertise in the travel industry, effective and pragmatic processes and extraordinary commitment to service, you can be sure that your travel business is in good hands with Xeinadin Travel.



We are the travel sector's leading specialist accountants and advisors, backed up by our multi-award-winning team and offices, our travel and tourism specialists can give you informed advice on everything you need to know about the sector.

With clients of all shapes and sizes, from large international groups to niche independent specialists, and covering every destination and activity across leisure and business, outbound and incoming, groups and youth travel, DMCs and wholesalers, we have seen every model and structure.

What's more, working with your local Xeinadin office also allows you to tap into our national knowledge base and broad forum of specialist advisers, giving you all the support you need to grow.

We combine the best of working with a local firm, with the best of working with national experts.

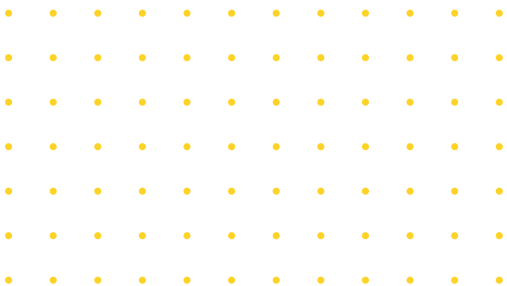
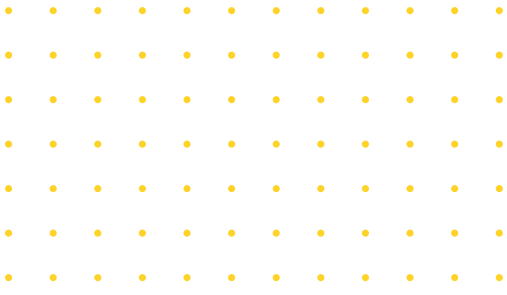
Why our expertise matters

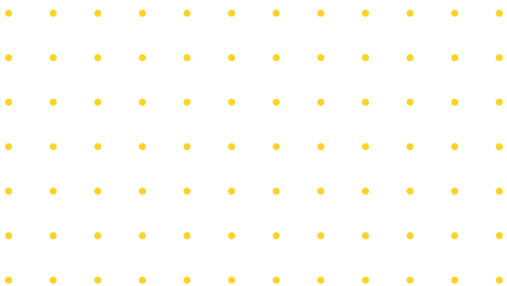

Your travel business was born out of a passion and getting it to where it is today has required huge effort and energy.

And you probably have further to go. What's more, the travel industry is unlike any other. It's not enough to make a profit. You must contend with specialist legislation and specialist regulatory bodies.

Your business is forever in the spotlight, whether from industry regulators, trade associations, banks, bond obligors or consumer watchdogs.



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- Our team knows almost everything about ABTA, IATA and CAA regulations
 - We sign off on over 100 Annual Returns to ABTA and ATOL each year and have a strong relationship with both
 - Approved by the CAA to act as Trustee under CAA Trust Deeds and offer Escrow Account facilities
 - ATOL Reporting Accountants and experts in all travel regulatory bodies. We give invaluable support at renewal times
 - Specialists in TOMS and all aspects of how VAT affects the travel industry
 - Expert knowledge in R&D Tax Relief as it affects travel
 - Strong industry reputation and credibility

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- Well-connected in the industry. We can introduce you to our network of experts who can make your life easier, to supplement your own contacts
 - Strong travel industry reputation and credibility with operators, agents and the many stakeholders (including merchant acquirers and bond obligors) who affect those businesses, built over the last 25+ years
 - With a 96% client retention rate, glowing referrals and testimonials we're proud to share, we know we will add real value to your travel business when you trust it to us

These are just some of the ways in which Xinadin Travel has have made it our business to understand your industry.

Your business deserves to be in the hands of experts as passionate about your industry and your success as you are.

How we help travel and tourism industry businesses

Quite simply, we have real industry depth of knowledge, experience and expertise.



We are well-respected industry commentators and are tuned in to industry news and topical issues. We understand the challenges you face both strategically and operationally in your business.

The real value you will get from us is not just in the core services but also in the little conversations that produce tips and tricks that help solve your problems faster than you could yourselves. This means that you will always have close working relationships and access to our travel and tourism senior leadership.

Our expert team can also support boards, senior leadership teams and owners with travel industry perspective and landscape as well as commercial advice.

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They have gone the extra mile in offering added value services, yielding tangible savings or other commercial benefits for our business.

Mel Childs

Finance Director, Reader Offers Limited

A close collaboration.



Receiving advice from
the best in the business
is always reassuring.

Will Jones
Managing Director, Journeys by Design





An invaluable relationship.

We believe that close collaboration is key to success. As a client-focused team, we collaborate with our clients, in-house experts and, whenever we believe it would provide additional benefit, external consultants. Over the years, we have developed a pool of expertise from lawyers to consultants and other professionals.

Our clients can use us a hub to gain access to this pool of expertise.

Audit and assurance

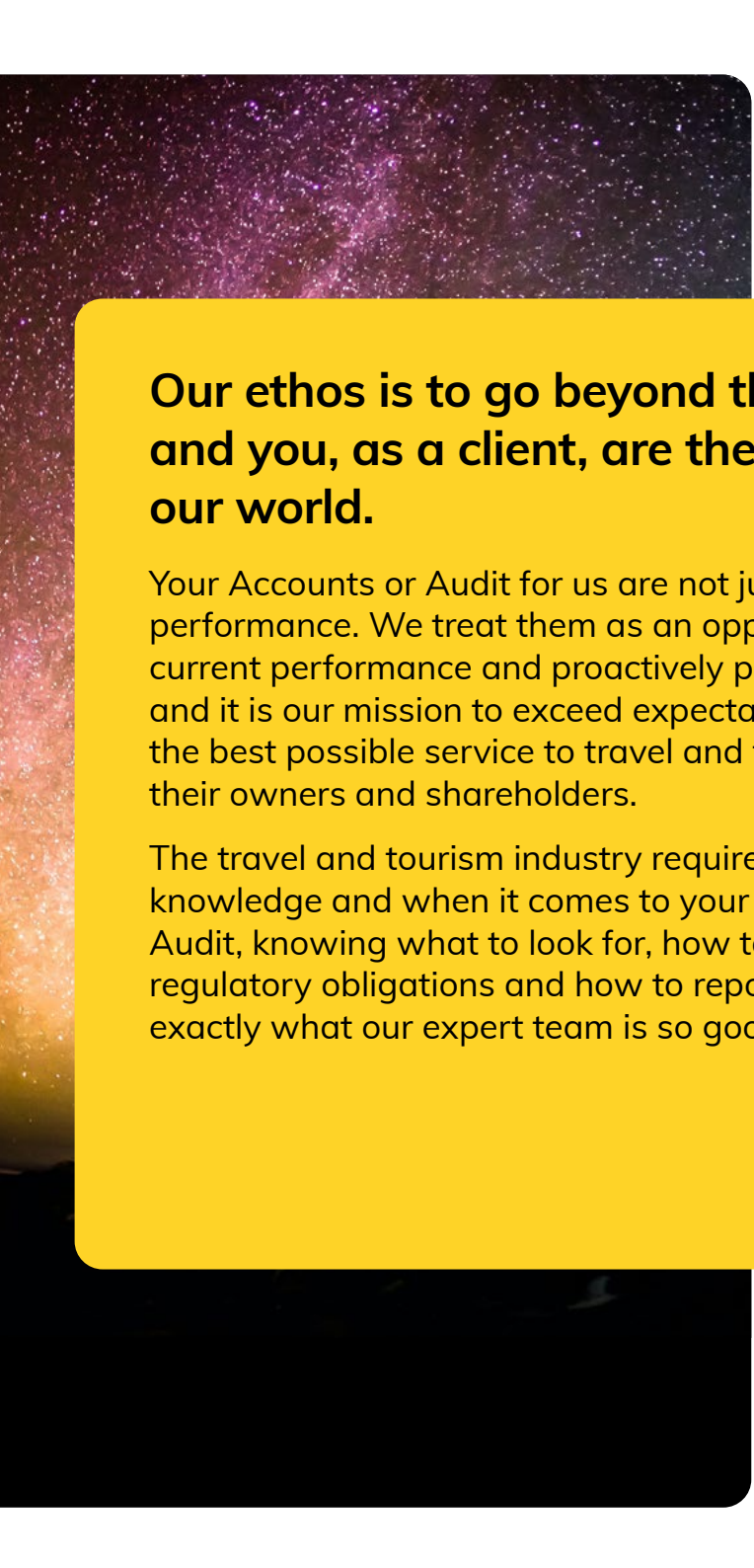
Expertise Matters.
Numbers Count.

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I highly recommend the Xeinadin Travel team. The expertise within their audit team enables us to keep focused on our success strategy.

Julia Lo Bue-Said
CEO, Advantage Travel Partnership Group





Our ethos is to go beyond the numbers and you, as a client, are the centre of our world.

Your Accounts or Audit for us are not just about past performance. We treat them as an opportunity to review current performance and proactively prepare for the future and it is our mission to exceed expectations and deliver the best possible service to travel and tourism businesses, their owners and shareholders.

The travel and tourism industry requires specialist knowledge and when it comes to your Accounts and Audit, knowing what to look for, how to meet your regulatory obligations and how to report these is exactly what our expert team is so good at.



This encompasses:

- Regulatory reporting requirements for CAA, ABTA, IPP and more
- Distinguishing Licensable and Non-Licensable turnover, Principal and Agency status and how these affect your bonding costs
- CAA financial criteria, liquidity ratios and ABTA working capital requirements
- IATA's financial criteria and audit requirements
- Specialist knowledge of VAT under TOMS
- Detailed knowledge of various reservation systems and how these can be linked to your accounting software
- Industry benchmarking expertise
- Identifying exposure to risk areas

Travel industry tax

No business should pay more tax than it has to and all businesses should benefit from the latest available allowances and tax reliefs.



Xeinadin Travel is always my first port of call on all things financial and tax. They are always proactive, professional, and helpful.

Ade Taiwo
Finance Director, Global Travel Collection UK

Thanks to their specialist knowledge and considerable experience in the industry, our tax teams have an outstanding, proven track record of saving travel and tourism businesses and their owners tax, whilst at the same time reducing exposure to and protecting them from HMRC.

Our dedicated travel accountants offer a wide range of tax services such as Employee Share Schemes, HMRC Protection, R&D Relief, Tax Planning and Personal Tax.

Understanding Tax Within Travel

- This is where our travel industry expertise is vital. We maximise tax planning opportunities for your business around your licence and bond requirements, while working closely and collaboratively with our Audit and Assurance team, as appropriate.

Your Personal Tax Affairs

If nothing in life is certain but death and taxes, you deserve the certainty of knowing that:

- Cutting through the complexity of ever-changing tax legislation requires expertise. Our proven expertise counts and frequently delivers dramatic results
- You are not overpaying tax
- When and how much tax you need to pay
- Your tax return obligations are efficiently and professionally dealt with
- You are not at risk of HMRC investigation or penalty costs

Travel industry VAT and TOMS

The VAT position of your business
can be key to its profitability.



In the travel industry, the VAT rules can be particularly complex and frequently changing, often meaning it is difficult to keep track, and ensure VAT efficiency.



We understand that this can be a challenge, and so we aim to give clear-cut advice to help optimise your position. We advise a wide range of travel businesses, including tour operators, travel agents, event management companies, TMCs, DMCs and service providers, and have come across most if not all travel VAT issues.


It is important to us to ensure that our VAT advice is delivered in “plain English” to help you understand and optimise your VAT position going forward. This includes all the complexities of and changes to the Tour Operators’ Margin Scheme (TOMS) since Britain left the EU.

We understand that businesses within the travel and tourism industry are also concerned about other common industry issues such as agency vs principal, input VAT recovery, VAT place of supply, agency bill-back and the treatment of commissions.

At Xinadin Travel we have many years of experience with the TOMS rules and know how important the correct application of TOMS is for your business.

Business advice and corporate finance

Our business advisors are dedicated to supporting travel and tourism business owners in growing, selling or acquiring other companies.



We understand the dangers along the way and what the best practices look like.

Our business advisory service includes exit planning, business sales, acquisition projects, profit improvement, leadership coaching, management training and more.

Our corporate finance experts are the right people to have in your corner for any business acquisition, funding requirement, or management buyout. Our hugely experienced team will support you every step of the journey, and keep you one step ahead of the competition, so you can embark on suitable deals with confidence.

We have worked on many transactions both at deal origination and transaction management on one hand to financial due diligence, tax advisory and change of control negotiations with industry regulators on the other.



We changed to Xeinaadin Travel because our previous accountant did not have specific travel industry experience.

It was the best thing we could have done. They completely understand our needs.

Marilyn Roberts
Financial Director, Jetline Travel

Our travel industry clients

We don't publish a client list.

What we can tell you is that we act for many best-in-class businesses across the industry's many sectors and niches. Dozens of our clients are multi award winning (as are we!) and many are highly regarded amongst their peers.

We can also put you directly in touch with a couple of our clients, who will be pleased to share their experiences of how we work with them, and why we are an important part of their team.

Here's what some of them have to say about us...

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Xeinadin Travel's proactive approach, led by a highly skilled and knowledgeable leadership team has ensured all advice we have received has been relevant to our situation at the time and they continue point us in the right direction as we continue to grow.

Mel Phaure
Director, Blue Cube Travel



We made the decision to move our audit and tax work to Xeinadin Travel to have advisors that specialise in the travel industry.

They are brilliant at providing clear advice and guidance in a prompt and efficient manner.

Teresa Barker

Finance Director, The Group Company



Xeinadin Travel have been our auditor and tax advisor since 2006 and has always provided us with great service. They understand us as a client and they understand the travel industry.

Lawrence Comber

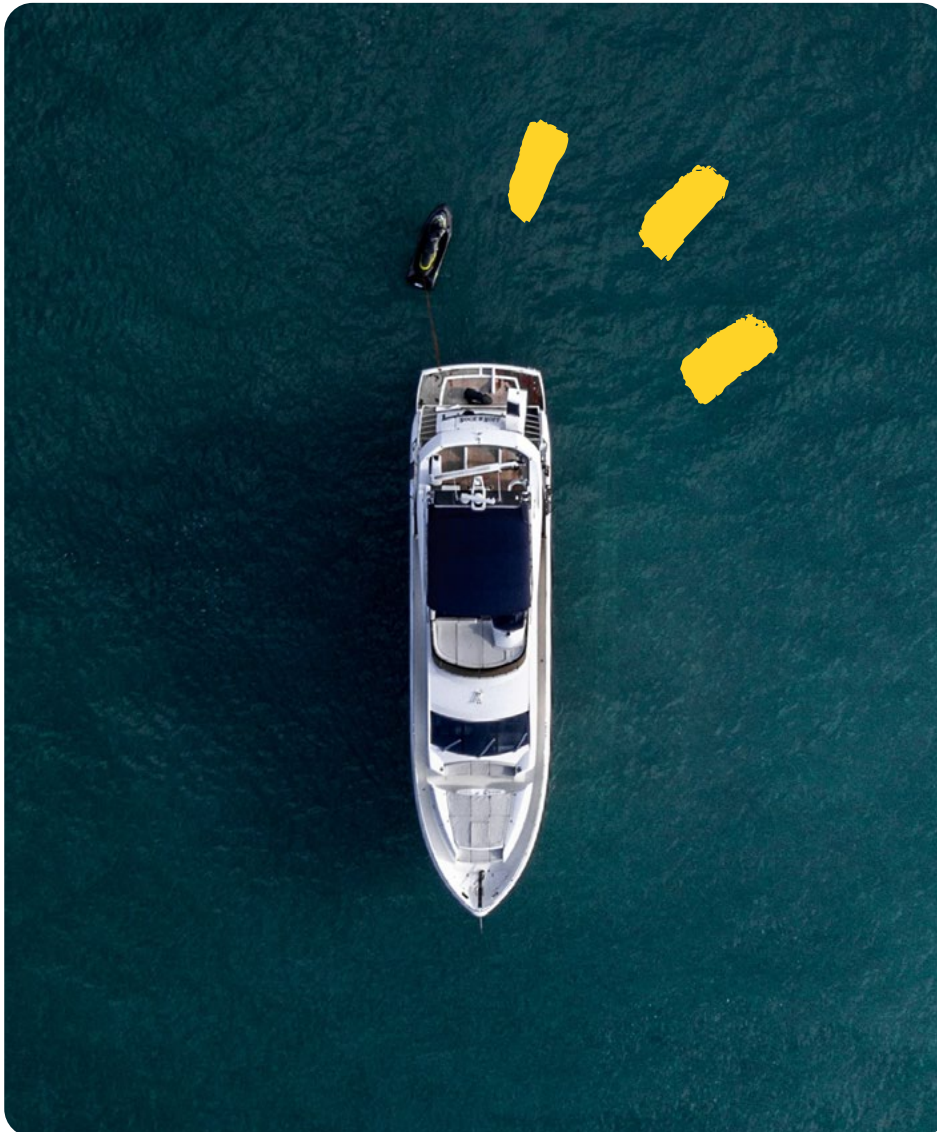
Head of Finance, Trailfinders





An asset not an overhead

We hope that this brochure answers that question in providing our clients with an irresistible and essential combination of travel industry expertise and great service.



Our fees are generally no more than you currently pay a non-travel specialist accountant, but we add so much more value in the advice we give.

We commit to deliver accounting excellence in a friendly, professional manner and our core mission is for you to view us as an asset and not an overhead.



Since our move to Xeinadin Travel, we have found they know our market and can guide us in this current volatile marketplace.

Tim Johnson
Managing Director, Club Europe

About Xeinadin



Xeinadin is a UK and Ireland based business advisory and accountancy group.

With offices across the UK and Ireland and thousands of advisors group-wide supporting over 60,000 clients, we work with you, bringing fresh insights and innovations to help you achieve your business goals.

Locally forged and trusted relationships are at the very heart of our business model and the power of the group enables us to deliver the best solutions for you.

We're not just the best traditional accountant you've ever had, but we also add value through collaboration and an in-depth understanding of your business.



We are...

**FORWARD
THINKERS.**

**TRUSTED
ADVISERS.**

We are **XEINADIN**

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